

be shocked to hear of the sad event. He leaves a young wife and two children.

Some doubt having been expressed as to the exclusive agencies claimed by S. R. Briggs, owing to some former claims of exclusive agencies by houses not being altogether correct. The appended letter of James E. Hawkins is a specimen of one of those whose original have been shown us :

LONDON, Feb. 11, 1887.

MR. S. R. BRIGGS, TORONTO.

I hereby agree to appoint you as Sole Agent for my Publications for the Dominion of Canada, and I undertake not to supply any other trade house with goods, nor to allow any United States house the right to sell in Canada.

Yours faithfully,  
JAMES E. HAWKINS.

The most handsome Trade Circular we have seen is the spring announcement of S. R. Briggs. Rich bronze and gold and printed tastefully.

George Spence (W. J. Gage & Co.) tells us that when in London he came across both Wm. Bryce and S. R. Briggs. The singularity of the meeting of those in such an immense city can only be explained on the natural drawing together of those who love each other as brothers.

A little while ago the representative of a Toronto house called on city dealers with samples of Christmas cards and about a week after his line was Easter cards. This is turning the seasons topsy-turvy with a vengeance.

**NEW PAPER MANUFACTORY.**—The *Ottawa Free Press* says: "The sawdust nuisance seems in a fair way to become a thing of the past, that is if a new enterprise upon which Bronson & Weston propose embarking should turn out a success and its example be followed by the other lumbermen. It is a well known fact that pure sawdust by a simple process can be made into magnificent pulp for paper manufacturing purposes. Bronson & Weston have determined to make a practical application of the idea and with this end in view, have purchased Thomson's grist mill and intend fitting it up with the machinery for the manufacture of paper. The mill will be ready some time during the spring, and there is every prospect that the venture will prove a success." This announcement to the public conjointly with the information that forty-four of the paper manufacturers have just entered into a combination—under a forfeit of \$2,000 each—to raise and keep up the price of paper will be hailed with joy by the 'poor printer' throughout this section of country. The manufacturers have also asked the Government to increase the duties from two and a half to five per cent.

Cost of the quantity of nineteen of the leading annuals imported by a Toronto wholesale house :

Laid down.....	\$3,358 00
Amount of same at wholesale list price..	\$4,136 71
Less 20 per cent.....	\$827 34
	\$3,309 37
5 per cent. 30 days.....	165 20
	\$3,144 17
Or a loss of.....	\$213 83
At 20 and 5 per cent for cash on 30 days the loss in filling orders is 63 1/2.	

## HILDESHEIMER & FAULKNER'S Christmas and New Year Cards SEASON 1887-8,

**Awarded the First Prize (Gold Medal)  
at the International and Universal  
Exhibition, Crystal Palace, London, England.**

To adequately display even a small proportion of the Cards that are published is a matter of serious difficulty to many retail houses.

In order in some measure to meet this difficulty, we have decided to supply Special Sample Books of our Cards, which will be made up in an attractive and compact form for the counter, and will include all our leading series

The Cards will be inserted in corners so that they can be removed and sold.

Numbers to correspond with the stock will appear over each series, and by their means further supplies can at any time be ordered.

The Books are intended for the Retail Trade only, and as they will be supplied under cost (the cards alone less a liberal discount being charged), we ask that they be usefully employed by those who favour us with orders for them.

The advantages of a tastefully arranged Sample Book will be readily perceived. Where it is adopted few (if any) Cards will be soiled.

At the commencement of the season, especially, it will be valuable to all Stationers, who without it could not conveniently show an assortment to those Customers who prefer to select their Cards early.

Orders should be sent us at once, and will be attended to in the order received.

The Book contains 300 Cards, value over \$30 at Retail Prices.

Customers who have not an account with us, will oblige by forwarding remittance or references.

**The Toronto News Comp'y**  
42 Yonge St., Toronto.